# BEFORE THE STATE AUDITOR AND COMMISSIONER OF INSURANCE STATE OF MONTANA

IN THE MATTER OF THE PROPOSED	) Case No. 2003-6
DISCIPLINARY TREATMENT OF UNITED SERVICE ASSOCIATION	) CONSENT AGREEMENT
FOR HEALTH CARE, INC.,	) AND FINAL ORDER
Respondent.	)

The State Auditor and Commissioner of Insurance of the state of Montana (Commissioner), pursuant to the authority of the Montana Insurance Code, Mont. Code Ann. § 33-1-101, et seq., hereby makes the following fact assertions and conclusions of law which justify and support disciplinary treatment:

#### **FACT ASSERTIONS**

- 1. Respondent United Service Association for Health Care, Inc. (hereafter, USA+) is a nonprofit corporation with its principal office located at 1901 N. Highway 360, Grand Prairie, Texas 75050.
- 2. USA+ sells membership packages to individuals and their families. USA+ charges an initial fee and monthly membership fees based on the number of family member participants and the membership level selected. There are several membership levels which provide specified benefits and products.
- 3. In 2003 and 2004, USA+ memberships included the following insurance products regulated by the Commissioner and Insurance Department (Department): (a) group dental insurance through Ameritas Life Insurance Company; (b) group vision insurance through Ameritas Life Insurance Company; (c) group air ambulance insurance through National Health Insurance Company; (d) group accidental death and dismemberment insurance through AIG Life Insurance Company; (e) group medical accident insurance through Pan-American Life Insurance Company; and (f) group prepaid legal insurance through Consolidated Legal Concepts, Inc.

- 4. The USA+ memberships also include a group motor club service product through United States Auto Club, Motoring Division, Inc. which is regulated by the Commissioner and Insurance Department.
- Subsequently, USA+ added the following insurance products, regulated by the Commissioner and Department, to its memberships: (a) additional group vision insurance through EyeMed Vision Care Plan (EyeMed); (b) group identity theft insurance through CLC; (c) group automobile insurance deductible coverage/reimbursement through Virginia Surety Company, Inc.; and (d) group homeowner insurance deductible coverage/reimbursement and other related insurance through Virginia Surety Company, Inc. With regard to these insurance products provided by Virginia Surety Company, Inc., CynoSure Financial, Inc. is acting as a third party administrator. The foregoing insurance products purportedly were not solicited, sold, or provided to Montana members of USA+.
- 6. Since 2003, all USA+ membership levels purport to grant a discount or access to a discount in medical care-related purchases, including medical services and pharmaceutical products.
- 7. The Montana Medical Care Discount Card and Pharmacy Discount Card Act, Mont. Code Ann. § 33-38-101, et seq., regulating medical care and pharmacy care discount cards and administered by the Commissioner and Department, became effective October 1, 2005.
- 8. The following medical care and pharmacy discount products included with USA+ membership benefits/products are regulated by the Commissioner and Department: (a) pharmacy discount through PharmaCare; (b) mail order pharmacy discount through Express Pharmacy Services; (c) dental services discount through Careington Dental Access; (d) optometry services and corrective lens discount through EyeMed Vision Care Plan; (e) alternative medicine services discount through American WholeHealth Network; (f) diabetes supplies discount through Liberty Medical Savings; (g) hearing exam and hearing aid discount through HearPO; (h) medical lab work discount through BIOSAFE Laboratories; (i) medical care discount through Galaxy Health

Network; and (j) medical lab work discount through LabOne.

- 9. USA+ does not hold a certificate of registration as a medical care discount card supplier from the Commissioner and Department.
- 10. Since January 1, 2003, USA+ contracted with business entities which then contracted with individuals to sell USA+ memberships to Montanans. These business entities were not licensed as business entity insurance producers or registered as medical care discount card enrollers in Montana. Further, of the 91 individuals who were soliciting and/or selling USA+ memberships to Montanans, only 4 individuals were licensed as insurance producers and none were registered as medical care discount card enrollers.
- 11. Since January 1, 2003, USA+ has sold 154 memberships in Montana of which approximately 16 memberships are still active.
- 12. The following insurers issuing group policies to USA+ and its members hold certificates of authority issued by the Commissioner to transact insurance in Montana: Ameritas Life Insurance Company, National Health Insurance Company, AIG Life Insurance Company, Pan-American Life Insurance Company, and Virginia Surety Company, Inc.
- 13. CLC (Consolidated Legal Concepts, Inc.) has not been issued a certificate of authority by the Commissioner to transact insurance in Montana.
- 14. EyeMed has not been issued a certificate of authority by the Commissioner to transact insurance in Montana.
- 15. United States Auto Club, Motoring Division, Inc. has been issued a certificate of authority by the Commissioner to transact a motor service club in Montana.
- 16. Cynosure Financial, Inc. has not been issued a license by the Commissioner to act as a third party administrator in Montana.
- 17. Certificates of insurance issued to individual members have not been filed with and approved by the Commissioner and Department prior to issuing the following insurance coverages: (a) group prepaid legal insurance through Consolidated Legal Concepts, Inc. (CLC); and (b) group motor club service through United States Auto Club, Motoring Division, Inc.

18. With regard to the following insurance products, the certificates of insurance provided by USA+ to individual members are not in full compliance with Montana law: (a) group dental insurance through Ameritas Life Insurance Company; (b) group vision insurance through Ameritas Life Insurance Company; (c) group air ambulance insurance through National Health Insurance Company; and (d) group accidental death and dismemberment insurance through AIG Life Insurance Company. USA+ was not aware of the compliance problems with the certificates of insurance.

19. Certificates of insurance issued to individual members have not been filed with and approved by the Commissioner or Department for the following insurance coverages: (a) group vision insurance through EyeMed; (b) group identity theft insurance through CLC; (c) group automobile insurance deductible coverage/reimbursement through Virginia Surety Company, Inc.; and (d) group homeowner insurance deductible coverage/reimbursement and other related insurance benefits through Virginia Surety Company, Inc.

## **CONCLUSIONS OF LAW**

- 1. The State Auditor is the Commissioner of Insurance (Commissioner) pursuant to Mont. Code Ann. § 2-15-1903.
- 2. The Montana Insurance Department (Department) is under the control and supervision of the Commissioner pursuant to Mont. Code Ann. §§ 2-15-1902 and 33-1-301.
- 3. The Commissioner shall administer the Department to protect insurance consumers. Mont. Code Ann. § 33-1-311.
- 4. Pursuant to Mont. Code Ann. § 33-1-201(5), insurance is a contract whereby one undertakes to indemnify another or pay or provide a specified or determinable amount or benefit upon determinable contingencies.
- 5. An insurer includes every person or entity engaged as an indemnitor, surety, or contractor in the business of entering into contracts of insurance. Mont. Code Ann. § 33-1-201(6).
  - 6. No person or entity shall act as an insurer or transact insurance without first

 obtaining a certificate of authority from the Commissioner. Mont. Code Ann. § 33-2-101.

- 7. Pursuant to Mont. Code Ann. § 33-1-102, a person or entity may not transact a business of insurance in Montana or a business relative to a subject resident, located, or to be performed in Montana without complying with the applicable provisions of Montana law.
- 8. Pursuant to Mont. Code Ann. §§ 61-12-302 and 61-12-311, motor service clubs and their agents must be licensed by the Commissioner prior to operating in Montana. Additionally, the motor service club contract must be filed with and approved by the Commissioner prior to issuing the same in Montana. Mont. Code Ann. § 61-12-308.
- 9. The following USA+ membership benefits are insurance products regulated by the Commissioner and Department: (a) group dental insurance through Ameritas Life Insurance Company; (b) group vision insurance through Ameritas Life Insurance Company; (c) group air ambulance insurance through National Health Insurance Company; (d) group accidental death and dismemberment insurance through AIG Life Insurance Company; (e) group medical accident insurance through Pan-American Life Insurance Company; (f) group prepaid legal insurance through Consolidated Legal Concepts, Inc. (CLC); (g) additional group vision insurance through EyeMed Vision Care Plan (EyeMed); (h) group identity theft insurance through CLC; (i) group automobile insurance deductible coverage/reimbursement through Virginia Surety Company, Inc.; and (j) group homeowner insurance deductible coverage/reimbursement and other related insurance through Virginia Surety Company, Inc. Mont. Code Ann. §§ 33-1-201(5) and (6), 33-1-206, 33-1-207, 33-1-210, and 33-1-215.
- 10. The group motor club service through United States Auto Club Motoring Division provided by USA+ to its members is regulated by the Commissioner and Department. Mont. Code Ann. § 61-12-301, et seq.
- 11. Any person or entity acting as a medical care discount card supplier after October 1, 2005, must apply to the Commissioner for a certificate of registration as a medical care discount card supplier and provide a list of its authorized enrollers. Mont. Code Ann. § 33-38-105. Further, no person or entity may market, promote, sell, or distribute a medical care discount

card without first obtaining a certificate of registration from the Commissioner. Mont. Code Ann. § 33-38-105.

- 12. By failing to apply for a certificate of registration as medical care discount care supplier and to provide a list of its authorized enrollers, USA+ is in violation of Mont. Code Ann. § 33-38-105(8).
- 13. By acting as a medical care discount card supplier without a certificate of registration, USA+ is in violation of Mont. Code Ann. § 33-38-105(1).
- 14. By providing prepaid legal insurance products of Consolidated Legal Concepts, Inc. in its membership benefits, USA+ is representing and aiding an unauthorized insurer in violation of Mont. Code Ann. § 33-2-104.
- 15. By providing the identify theft insurance products of Consolidated Legal Concepts, Inc. in its membership benefits, USA+ is representing and aiding an unauthorized insurer in violation of Mont. Code Ann. § 33-2-104.
- 16. By providing an unapproved motor service club product of United States Auto Club Motoring Division in its membership benefits, USA+ is in violation of Mont. Code Ann. §§ 61-12-302, 61-12-308, 61-12-311, and 33-1-102.
- 17. With regard to group insurance policies, individual certificates of insurance are to be filed with and approved by the Commissioner prior to issuing coverage. Mont. Code Ann. § 33-1-501.
- 18. USA+ is in violation of Mont. Code Ann. §§ 33-1-501 and 33-1-102 by failing to provide approved individual certificates to its members for the following: (a) group prepaid legal insurance through Consolidated Legal Concepts, Inc. (CLC); and (b) group motor club service through United States Auto Club, Motoring Division, Inc.
- 19. The individual certificates were provided by USA+ to its members for the following were not in full compliance with Montana law: (a) group dental insurance through Ameritas Life Insurance Company; (b) group vision insurance through Ameritas Life Insurance Company; (c) group air ambulance insurance through National Health Insurance Company; and

- (d) group accidental death and dismemberment insurance through AIG Life Insurance Company. Mont. Code Ann. §§ 33-1-501 and 33-1-102.
- 20. Although purportedly not provided to Montana members of USA+, individual certificates of insurance for the following insurance products have not been filed with and approved by the Commissioner and Department: (a) group vision insurance through EyeMed; (b) group identity theft insurance through CLC; (c) group automobile insurance deductible coverage/reimbursement through Virginia Surety Company, Inc.; and (d) group homeowner insurance deductible coverage/reimbursement and other related insurance benefits through Virginia Surety Company, Inc. Mont. Code Ann. §§ 33-1-501 and 33-1-102.
- 21. Pursuant to Mont. Code Ann. § 33-17-201, an insurance producer license must be obtained from the Commissioner prior to acting as an insurance producer for subjects of insurance located, residing, or to be performed in Montana.
- 22. Insurance producers may not represent an insurer unless properly appointed with that insurer. Mont. Code Ann. § 33-17-236(1).
- 23. Insurers shall file with the Commissioner and Department a notice of appointment for insurance producers which also specifies the kinds of insurance to be transacted by the insurance producer for the insurer. Mont. Code Ann. §§ 33-17-231(1) and 33-17-236(2).
- 24. Pursuant to Mont. Code Ann. § 61-12-302, motor service club agents must be licensed by the Commissioner prior to acting as such agents.
- 25. Pursuant to Mont. Code Ann. § 33-38-105, a medical care discount card supplier must file a list of its authorized enrollers with the Department with its application for registration.
- 26. By engaging business entities and individuals that were not licensed nor appointed as business entity insurance producers and were not registered as motor service club agents or medical care discount card enrollers to solicit and sell its memberships, USA+ is in violation of Mont. Code Ann. §§ 33-1-102, 33-17-201, 33-17-236, 33-38-105 and 61-12-302.
  - 27. Pursuant to Mont. Code Ann. §§ 33-1-317 and 33-38-105, the Commissioner may

impose an administrative fine of up to \$25,000.00 per each violation. Under Mont. Code Ann. § 33-38-105 pertaining to medical care discount card suppliers, each day of violation is considered to be a separate violation.

### **AGREEMENT**

The Department and Respondent USA+ hereby stipulate and agree to the following:

- 1. The Commissioner and Department have jurisdiction over the subject matter of the above-entitled proceeding.
- 2. Respondent acknowledges that it was advised of the right to be represented by legal counsel and if represented by legal counsel, that such legal representation was satisfactory.
- 3. Respondent acknowledges that its authorized representative signing this Consent Agreement and Final Order has read and understands each term of this Consent Agreement and Final Order. Respondent acknowledges that it enters into this Consent Agreement voluntarily, and without reservation. Respondent acknowledges that its authorized representative signing this Consent Agreement is not under the influence of alcohol or drugs (prescription or otherwise) and that he or she does not suffer from any emotional disturbance or mental disease or defect that would render him or her not competent to sign this Consent Agreement. Respondent further acknowledges that this Consent Agreement constitutes the entire agreement between the parties and that no other promises or agreements, either express or implied, have been made by the Department or by any member, officer, agent or representative of the Department to induce Respondent to enter into this Consent Agreement.
- 4. The Department contends as set forth in the preceding Fact Assertions and Conclusions of Law and Respondent USA+ admits the same. The Department and Respondent USA+ have elected to resolve these matters as follows:
- (a) Respondent USA+ will cease offering and providing all medical care and pharmacy discount programs/products which are regulated by the Commissioner and Department including, but not limited to: pharmacy discount through EHS prescriptions services or PharmaCare; mail order pharmacy discount through Express Pharmacy Services; dental services

discount through Careington Dental Access; optometry services and corrective lens discount through EyeMed Vision Care Plan or LensCrafters; alternative medicine services discount through American WholeHealth Network; diabetes supplies discount through Liberty Medical Savings; hearing exam and hearing aid discount through HearPO; medical lab work discount through BIOSAFE Laboratories or LabOne; and medical care discount through Galaxy Health Network or PPONext Network. Respondent USA+ will send a written notice to its Montana members providing that these benefits/products will terminate 30 days from the date of the notice and offering the opportunity to cancel membership in USA+. Within 14 days following the signing of this Agreement, Respondent will provide a draft of the written notice for Department review and approval prior to issuing the same. Within 30 days following Department approval of the draft notice, Respondent will send the approved notice to its Montana members. Respondent will provide a complete mailing list to the Department of the Montana consumers receiving the notice;

(b) Respondent USA+ will cease offering and providing the motor service club product through United States Auto Club, Motoring Division, Inc. (hereafter, USAC/MD). Respondent USA+ may offer and provide a motor service club product through Brickell Financial Services Motor Club, Inc., dba Road America Motor Club, (hereafter, Road America) to its current members and future members for so long as Road America remains in compliance with Montana law, including but not limited to, using a motor service club contract that has been filed with and approved by the Commissioner and Department and using agents licensed by the Commissioner and Department. Respondent USA+ will send a written notice to its Montana members regarding the termination of the motor service club product through USAC/MD and providing that this benefit will terminate 30 days from the date of the notice and offering the opportunity to cancel membership in USA+. Within 14 days following the signing of this Agreement, Respondent will provide a draft of the written notice for Department review and approval prior to issuing the same. Within 30 days following Department approval of the draft notice, Respondent will send the approved notice to its Montana members. Respondent will

provide a complete mailing list to the Department of the Montana consumers receiving the notice:

- (c) Respondent USA+ will cease offering and providing the prepaid legal insurance product through CLC, Inc. Respondent USA+ will send a written notice to its Montana members providing that this benefit will terminate 30 days from the date of the notice and offering the opportunity to cancel membership in USA+. Within 14 days following the signing of this Agreement, Respondent will provide a draft of the written notice for Department review and approval prior to issuing the same. Within 30 days following Department approval of the draft notice, Respondent will send the approved notice to its Montana members. Respondent will provide a complete mailing list to the Department of the Montana consumers receiving the notice;
- (d) Respondent USA+ will cease offering and providing the following insurance products: group identity theft insurance through CLC; group vision insurance through EyeMed; group automobile insurance deductible coverage/reimbursement through Virginia Surety Company, Inc.; and group homeowner insurance deductible coverage/reimbursement and other related insurance benefits through Virginia Surety Company, Inc. These insurance products were purportedly not provided to Montana members so written cancellation notices are not necessary.
- (e) The individual certificates were provided by Respondent USA+ to its members for the following were not in full compliance with Montana law: group dental insurance through Ameritas Life Insurance Company; group vision insurance through Ameritas Life Insurance Company; group air ambulance insurance through National Health Insurance Company; and group accidental death and dismemberment insurance through AIG Life Insurance Company. The Department will contact these insurers directly regarding the specific compliance issues, and:
- (i) If an insurer does not bring its certificate into compliance within 60 days following notification by the Department, the Department will notify Respondent USA+ and USA+ will cease offering and providing the insurance product. Respondent USA+ will send

a written notice to its Montana members providing that the product will terminate 30 days from the date of the notice and offering the opportunity to cancel membership in USA+. Within 14 days following the signing of this Agreement, Respondent will provide a draft of the written notice for Department review and approval prior to issuing the same. Within 30 days following Department approval of the draft notice, Respondent will send the approved notice to its Montana members. Respondent will provide a complete mailing list to the Department of the Montana consumers receiving the notice; or

- (ii) If an insurer does bring its certificate of insurance into compliance in the allotted time, USA+ will send the revised, compliant certificate to its Montana members within 30 days following notification from the Department. USA+ will include a cover letter explaining that it is sending a new certificate of insurance which explains the coverage and replaces any previously issued certificate of insurance. Concurrently, Respondent will provide the Department with a copy of the letter and the complete mailing list of the Montana consumers receiving the letter and certificate;
- (f) Respondent USA+ will clearly indicate in its Membership Handbook, on its Internet website, and on any other membership or solicitation materials which benefits/products are not available to Montana consumers;
- (g) If Respondent USA+ wishes to solicit and sell memberships to Montana consumers that include insurance products, a motor service club product, a medical care discount card product, or any other product or service regulated by the Commissioner and Department, Respondent will first comply with Montana law and will verify that all other persons or entities involved in the solicitation and sale of the memberships and the provision of any products included in the memberships are in compliance with Montana law;
- (h) For violations of Mont. Code Ann. §§ 33-1-102, 33-2-104, 33-1-501, 33-17-201, 33-17-236, 33-38-105, 61-12-302, and 61-12-311, the Department may impose a maximum fine of \$25,000.00 per each violation pursuant to Mont. Code Ann. § 33-1-317. For all violations set out in this Agreement, Respondent USA+ will pay an administrative fine of \$100,000.00,

with all but \$10,000.00 suspended, to the Department within 30 days following the signing of the Final Order in this matter. Respondent agrees to pay the remaining \$90,000.00 of the administrative fine if, within the 12 months following the signing of the Final Order, Respondent fails to comply with this Agreement and Final Order or fails to comply with the Montana Insurance Code or Title 61, Chapter 12, Part 300 (motor service clubs), Montana Code Annotated, or any administrative rules. The failure of Respondent to comply during this time period will be determined in a subsequent legal (administrative, civil and/or criminal) proceeding by the Commissioner, Department, and/or State of Montana which need not be concluded within 12 months following the signing of the Final Order in this matter. The remaining \$90,000.00 of Respondent's administrative fine will be due within 30 days following the determination of Respondent's failure to comply;

- (i) The Department and Respondent USA+ agree that this Consent Agreement and Final Order resolves the violations set out herein;
- (j) The Department and Respondent USA+ agree that this Consent Agreement and Final Order will not preclude USA+ from becoming a registered medical care discount card supplier under the Montana Medical Care Discount Card and Pharmacy Discount Card Act, Mont. Code Ann. § 33-38-101, et seq., provided that all requirements have been met;
- (k) Respondent USA+ specifically and affirmatively waives a contested case hearing and all rights to appeal under the Montana Administrative Procedure Act, and elects to resolve this matter on the terms and conditions set forth herein;
- (l) Respondent USA+ agrees that compliance with this Consent Agreement and Final Order shall be a final compromise and settlement of the matters set forth herein;
- (m) Respondent USA+ fully and forever releases and discharges the Commissioner, Department, and all Department employees from any and all actions, claims, causes of action, demands, or expenses for damages or injuries, whether asserted or unasserted, known or unknown, foreseen or unforeseen, arising out of the factual allegations or conclusions in this Consent Agreement; and

- 5. Respondent further understands that, upon the signing of the Final Order by the Commissioner or his representative, this Consent Agreement and Final Order will be an order of the Commissioner and failure to comply with the same may constitute separate violations of the Montana Insurance Code, pursuant to Mont. Code Ann. § 33-1-318 and/or other applicable statutes or rules, and may result in subsequent legal action by the Department.
- 6. Respondent understands that this Consent Agreement is not effective until such time as the following Final Order is signed.
- 7. Respondent understands that this Consent Agreement and Final Order are public records under Montana law and as such may not sealed or otherwise withheld from the public.

ACCEPTED BY UNITED SERVICE ASS	OCIATION FOR HEALTH CARE, INC. (USA+),
By: Jake Canon Printed Name: Wary Cranon Jis: Executive Director	_ 1/30/06
Subscribed and Sworn to before me	this 30th day of January, 2006.
DAPHNE A. BERRY Notary Public, State of Texas Commission Expires March 18, 2009	Printed Name: TO PINE A PROTY Notary Public for the State of Texas Residing at National Health Ins Co My commission expires March 18, 200

ACCEPTED ON BEHALF OF THE INSURANCE DEPARTMENT:

Jehnifer Massman, Staff Attorney Date

Consent Agreement and Final Order In re United Service Association for Health Care, Inc., Case No. 2003-6

### FINAL ORDER

Pursuant to the authority vested by the Montana Insurance Code, Mont. Code Ann. § 33-1-101, et seq., and the statutes governing motor service clubs, Mont. Code Ann. § 61-12-301, et seq., and upon review of the forgoing Consent Agreement and good cause appearing therefor,

IT IS ORDERED that the foregoing Consent Agreement between the Insurance Department and United Service Association for Health Care, Inc. (USA+) is hereby adopted as if set forth fully herein.

DATED this 18th day of Hornsy, 2006.

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JOHN MORRISON
State Auditor and Commissioner of Insurance

y: Alicia Pichette

Deputy Insurance Commissioner

1	<u>CERTIFICATE OF SERVICE</u>
2	I hereby certify that on the 2 day of FEBRUARY, 2006, I served a
3	true and accurate copy of the foregoing Consent Agreement and Final Order upon the
4	Respondent and Department, by mail, postage prepaid, or by hand-delivery at the following
5	address:
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っ	Norman E. Taplin
8	Taplin & Associates 1555 West Palm Beach Lakes Blvd., Suite 1510

1555 West Palm Beach Lakes Blvd., Suite 1510 West Palm Beach, FL 33401 (Legal Counsel for Respondent)

Jennifer Massman Staff Attorney Insurance Department

